

## Message Text

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PAGE 01 BANGKO 23504 071304Z

47

ACTION L-03

INFO OCT-01 EA-07 ISO-00 SS-15 EB-07 PM-04 CIAE-00 DODE-00

H-02 INR-07 NSAE-00 NSC-05 PA-01 PRS-01 SP-02 USIA-06

NRC-05 TRSE-00 ERDA-05 COME-00 AID-05 MC-02 /078 W

----- 044355

R 071120Z NOV 75

FM AMEMBASSY BANGKOK

TO SECSTATE WASHDC 3939

LIMITED OFFICIAL USE BANGKOK 23504

E.O. 11652: N/A

TAGS: BGEN, PFOR, PINR

SUBJECT: BRIBERY OF FOREIGN OFFICIALS BY US FIRMS

OPERATING ABROAD

REF: STATE 258169

1. THERE ARE NO RPT NO LOCAL LAWS GOVERNING OR PROHIBITING INVOLVEMENT BY AGENTS IN SALES TO RTG. MANY GOVERNMENT PURCHASING OFFICES, ESPECIALLY MILITARY-RELATED OFFICES (ARMY, AIR FORCE, POLICE, ETC.), NORMALLY INCLUDE IN THEIR TENDERS A REQUIREMENT THAT THE FOREIGN SUPPLIER IDENTIFY HIS DESIGNATED LOCAL AGENT WHEN SUBMITTING HIS BID OR AT LEAST AT THE TIME A CONTRACT MAY BE SIGNED, BUT THIS IS A MATTER OF POLICY RATHER THAN LAW. TWO OSTENSIBLE AND PRESUMABLY LEGITIMATE REASONS FOR THIS POLICY ARE TO COUNTER CLAIMS BY OTHER AGENTS THAT THEY HAVE BEEN DESIGNATED BY THE PRINCIPAL SUPPLIER, AND TO ASSURE ADEQUATE AFTER-SALES SERVICING. IT IS GENERALLY ASSUMED THAT IN SOME CASES, AT LEAST DURING PREVIOUS GOVERNMENTS, ANOTHER REASON FOR THIS REQUIREMENT HAS BEEN THAT A PURCHASING OFFICE OR OFFICIAL MAY PREFER TO DEAL THROUGH ONE PARTICULAR AGENT RATHER THAN ANOTHER IN EXPECTATION OF GREATER PERSONAL GAIN.

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PAGE 02 BANGKO 23504 071304Z

2. NOT ALL GOVERNMENT ENTITIES, HOWEVER, REQUIRE THAT THE AGENT BE IDENTIFIED, AND SOME ENTITIES MAY SOMETIMES DEAL THROUGH AGENTS AND SOMETIMES DIRECTLY WITH THE FOREIGN SUPPLIER OF GOODS OR SERVICES. FOREIGN CONSULTING AND ENGINEERING FIRMS, FOR EXAMPLE, FREQUENTLY DEAL DIRECTLY WITH THE GOVERNMENT PURCHASER OF ITS SERVICES WITH NO AGENCY INTERVENTION, EITHER IN BIDDING OR IN PERFORMANCE OF SERVICES.

3. EMBASSY REPLYING TO STATE 255260 IN SEPTTEL.  
WHITEHOUSE

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** GOVERNMENT PROCUREMENT, BRIBERY, COMMERCIAL LAW  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 07 NOV 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** GolinoFR  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1975BANGKO23504  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D750388-0165  
**From:** BANGKOK  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1975/newtext/t19751165/aaaacgcy.tel  
**Line Count:** 72  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ACTION L  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** n/a  
**Reference:** 75 STATE 258169  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** GolinoFR  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 23 JUL 2003  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <23 JUL 2003 by ShawDG>; APPROVED <24 JUL 2003 by GolinoFR>  
**Review Markings:**

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EO Systematic Review  
06 JUL 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** BRIBERY OF FOREIGN OFFICIALS BY US FIRMS OPERATING ABROAD  
**TAGS:** BGEN, PFOR, PINR, US  
**To:** STATE  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006